

The Lender's Advantage

U.S. Small Business Administration



Your Small Business Resource

August 2010

Stephen D. Umberger
District Director

Edward Knox
Lender Relations Spec.
edward.knox@sba.gov
(410) 962-6195 ext 309

10 South Howard St
Suite 6220
Baltimore, MD 21201
(410) 962-6195

www.sba.gov/md

In This Issue:

District Director's Desk.1
SBA Lending News... ..1
FYI News2
Banking News2
Upcoming Events... ..3
Lender Rankings.....4

District Director's Desk:

I just wanted to thank the lenders who have been assisting the small business owners out there that are looking for money to start, grow and expand their business. If you need any assistance or have a question, please let us know how we can help. If you want or need training, take a look at page 3 for upcoming training and events.



Stephen D. Umberger
District Director, Baltimore

There is still plenty of time to become a Top Ten lender for our district.

You can access information on our office at www.sba.gov/md. While on the site click on "Free SBA Newsletter" to sign up and receive general SBA information via email.

The **Top Lender** in the Baltimore District is ??????. See page 4 for details.

SBA Lending News:

Notice 5000-1160 (effective: 07-06-2010)

The American Recovery and Reinvestment Act of 2009 (the "Recovery Act") (P.L. 111-5) provided SBA with the ability to reduce certain loan fees and to increase certain loan guarantee percentages, subject to the requirements and restrictions outlined in the law. SBA has issued policy notices and Federal Register notices to advise its lending and resource partners of these additional requirements and restrictions and included them in SBA's loan application systems.

SBA Information *Notice 5000-1134* (effective date December 9, 2009), reminded SBA lenders and Certified Development Companies (CDCs) of these requirements and restrictions. However, early reviews by SBA's Office of Inspector General and purchase reviews conducted by the National Guaranty Purchase Center have identified deficiencies related to Recovery loan documentation.

SBA urges all participants to ensure that their documentation of Recovery loans is complete and accurate. The lack of documentation slows the purchase process and can lead to a possible repair if the lender or CDC is unable to produce the required certifications.

If you need a copy of the Notice or have any questions contact Ed Knox the Lender Relations Specialist.

FYI News:

Small Business Assistance: Lois Haggerty joined the Maryland SBDC-Eastern Region in January, 2009 with 21 years experience as a small business owner and independent business consultant assisting clients in evaluating new and expansion business opportunities and developing effective customer-focused strategies. She has extensive experience consulting to both start-up and expanding small businesses across several industries, including manufacturing, distribution, technology, agriculture, healthcare and public sector economic development.

As an example, one of Lois's clients, Scott Donnelly, faced a familiar business challenge on Maryland's Eastern Shore in late 2008. His realtor business had slowed significantly due to the recession and housing market decline. Scott came to the SBDC seeking help in transitioning his realtor business into a new business opportunity—a full service, one-stop inspection business. Scott worked with Lois to put together a business plan and cash flow projections.

As a result of the planning process, Scott felt confident enough to launch High Tech Home Inspections, Inc. (www.hightechhomeinspections.com) in August 2009. High Tech provides comprehensive residential and commercial property inspections, pick and shovel septic inspections, and new green technology offerings such as infrared weatherization scans. Scott has seen volume steadily grow due to extensive marketing to the customer segments identified in his business plan. "Every step of the way, Lois and her colleagues at the SBDC have provided great advice," said Scott.

Scott continues to work with Lois on business planning and marketing issues, including refining marketing strategies and cash flow management and budgeting. According to Scott, "Lois at the SBDC has become an invaluable asset. Anyone starting a new business, or struggling with an old one, should take advantage of the great services and knowledge available through this organization. I feel like Lois is a partner in my business, and all it cost is a few hours a month."

Lois Haggerty can be reached at www.salisbury.edu/sbdc, 410-548-4505, ljhaggerty@salisbury.edu

If you have a business owner elsewhere in the state who needs assistance with marketing, management, loan preparation or general business counseling have them contact either SCORE at 800-634-0245 and <http://www.score.org/index.html> or the MD SBDC at 877-787-7232 and <http://www.mdsbdc.umd.edu/> for "FREE" one on one business consulting assistance.

For information on The American Recovery & Reinvestment Act and the stimulus effort go to <http://www.sba.gov/recovery/index.html> or <http://www.recovery.gov/>.

Banking News:

If you've just recently become an SBA 7(a) lender or have been one for years you may want to consider signing up to become an SBAExpress and Patriot Express lender. Contact our office if you would like more information on the Express Programs or how to sign up. Also, please contact us for information on ETRAN. Electronic processing of loan information available to all lenders.

Upcoming Events:

Save the Date: **Lender Training Event of the Year** at the Federal Reserve Building in Baltimore MD on September 29, 2010. Learn about the SBA loan programs and about the various other loan programs from the USDA, MD DHCD and MD DBED. This is the initial session of a dozen similar training sessions being conducted throughout Maryland for lenders and resource partners. This session will be longer because it is the kickoff session and will have a few additional speakers. The remaining eleven sessions will be strictly nuts and bolts on the various loan programs. Be prepared to sign up quickly, as seating is limited.

ETRAN Lender Training is scheduled for August 23rd at 10:00 am via ReadyTalk. This ETRAN training will be conducted by Stephen Kucharski the SBA resident expert on ETRAN. Listen, Learn and ask Questions at this FREE informative Webinar.

E-Tran is an SBA loan guaranty origination solution that leverages best-practice Internet technology to reduce the turnaround time on loan guaranty requests and provide the agency with high quality, timely data to support the management and oversight of its portfolio. E-tran is one component of an overall strategy to provide increased efficiency and decreased costs in the loan guaranty origination process.

The ReadyTalk access information for the training is 866-740-1260 code 303 7306. If you have any questions, please contact Edward Knox at edward.knox@sba.gov or at 410-962-6195 x309.

America East! August 29th—September 1, 2010 will be at the Holiday Inn by the Bay, Portland, Maine. Join us for this information-packed conference and learn how SBA programs can help your bank take full advantage of SBA's programs. The conference will provide an up-to-date overview of the Agency and changes in our programs. Workshops will be presented by SBA officials from Washington, DC and from the Servicing Centers across the country along with our cosponsors. A Draft Agenda can be found at <http://www.sba.gov/me> under the Spotlight Section on the homepage. For more information, contact Marilyn J. Geroux, Assistant District Director, SBA Maine District Office, (207)622-8382 or for online information click on the following link and then see Page 3. The registration Link for the event is at the bottom of page 3.

http://www.sba.gov/idc/groups/public/documents/ma_boston/ma_june10newsletter.pdf

Coming Soon: Stay tuned for nomination guidelines for the 2011 Small Business Week Awards Program. Information should be available in early September. Start thinking now about who you can nominate as Small Business Person of the Year, Financial Services Advocate, Entrepreneurial Success, Young Entrepreneur and more!!

Lender Rankings: October 1, 2009 - July 31, 2010

<u>Lender Name 7a</u>	<u># Loans</u>	<u>Amount</u>
MANUFACTURERS & TRADERS TR CO	141	16,311,900
COMMERCEFIRST BANK	18	11,237,800
BRANCH BK. & TR CO	35	5,545,700
PNC BANK, NATIONAL ASSOCIATION	16	4,258,000
SUSQUEHANNA BANK	15	3,555,000
WELLS FARGO BANK NATL ASSOC	13	3,021,400
K BANK	8	2,525,500
LIVE OAK BANKING COMPANY	5	2,375,000
SUNTRUST BANK	18	2,292,300
SANDY SPRING BANK	5	1,958,000
MID-ATLANTIC FCU	3	1,950,000
COMPASS BANK	2	1,891,800
WILMINGTON SAVINGS FUND SOCIET	2	1,870,000
CAPITALSOURCE BANK	2	1,768,000
SOVEREIGN BANK	8	1,767,000
WILSHIRE STATE BANK	2	1,579,000
FIRST FINANCIAL BANK	1	1,545,000
HOWARD BANK	13	1,390,000
UNITED MIDWEST SAVINGS BANK	2	1,268,300
TD BANK, NATIONAL ASSOCIATION	4	1,085,000
NBRS FINANCIAL BANK	2	1,060,000
UNITED CENTRAL BANK	3	949,000
CIT SMALL BUS. LENDING CORP	2	904,500
ACCESS NATIONAL BANK	2	900,000
SPIRIT OF TEXAS BANK, SSB	4	890,000
EASTON BANK AND TRUST COMPANY	2	800,000
MAINSTREET LENDER 7(A), LLC	1	800,000
EAGLEBANK	1	785,000
THE COLUMBIA BANK	3	725,000
MONEY ONE FCU	1	722,100
MARYLAND BK & TR COMPANY NATL	1	702,000
STANDARD BANK, PASB	2	660,000
ANNE ARUNDEL ECONOMIC DEVELOP.	11	609,900
WACHOVIA BANK, A DIVISION OF	4	600,000
NORTHWEST SAVINGS BANK	1	575,000
MONUMENT BANK	1	540,000
BANKANNAPOLIS	4	508,000
PACIFIC CITY BANK	1	500,000
COMMUNITY SOUTH BANK	1	466,000
SONABANK	1	400,000
CENTRA BANK, INC.	2	376,300
RBS CITIZENS NATL ASSOC	1	350,000
REGAL BANK & TRUST	1	350,000
SUPERIOR FINANCIAL GROUP, LLC	32	310,000

Lender Rankings: October 1, 2009 - July 31, 2010

<u>Lender Name 7a</u>	<u># Loans</u>	<u>Amount</u>
HEBRON SAVINGS BANK	2	226,000
FIRST UNITED BANK & TRUST	1	200,000
BORREGO SPRINGS BANK, N.A.	6	170,000
JPMORGAN CHASE BANK NATL ASSOC	2	115,000
WOODSBORO BANK	1	114,000
THE BUSINESS BANK	1	100,000
CITIBANK, N.A.	1	50,000
COLOMBO BANK	1	35,000
THE TALBOT BANK OF EASTON, MD	1	35,000
CAPITAL BANK NATL ASSOC	1	35,000
NEW WINDSOR STATE BANK	1	35,000
WILMINGTON TRUST COMPANY	1	30,000
BANK - AMERICA NATL ASSOC	<u>1</u>	<u>25,000</u>
Total 7(a)	417	\$85,847,500

SBA Baltimore District Office October 1, 2009 - July 31, 2010

<u>Lender Name 504</u>	<u># Loans</u>	<u>Amount</u>
BUSINESS FINANCE GROUP, INC.	31	17,800,000
CHESAPEAKE BUS. FINAN CORP	11	4,641,000
MID-ATLANTIC BUS. FINAN CO	4	2,978,000
Total 504	46	\$25,419,000
Grand Total	463	\$111,266,500